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Heikes == Huntsville == Trees.

BULLETIN NO. 2

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**SURPLUS STOCK
—FROM—**

The Huntsville Wholesale Nurseries.
HUNTSVILLE, ALA.

**Shipments from St. Louis, Mo.,
—AT—
ONE DAY'S NOTICE**

WE have for the past thirty years offered in assorted lots in St. Louis in Spring such stock as we had in surplus. Herein is a schedule of what we now have in St. Louis for immediate shipment. The stock is exclusively of our own growing, at Huntsville, Alabama, fresh dug this Spring, packed in the best manner and warranted in fine condition. Everything is fine of the grade, with full fibrous roots, and not culled, as we adhere to a strict system of grading.

BELOW THE BLIZZARD LINE.

Everything is bright, green and fresh—sound to the tips. Nearly all the sorts offered are standard sorts, such as most nurserymen can use in assortment with their own growing. Orders should be sent in as soon as possible, but the stock need not be shipped until wanted, as we are prepared to hold it in good condition. We have nothing for sale not offered in this list.

It will be noticed by some of our correspondents that we have refused orders the past season for several articles listed. Our fear of overselling and some countermands are responsible for this. We ask attention to the small-sized trees offered for transplanting into nursery rows. All of the small trees, as well as the large ones, are nicely rooted, and everything is young, smooth and bright.

We can refer to nurserymen who have bought of us in every State and Territory. We can give satisfaction, and guarantee it for these shipments.

TERMS: Cash with order, or 30 to 60 days from date of shipment to responsible, prompt-paying parties. In box lots the price of boxes is included, but the price of boxes on orders from the nurseries is extra.

For convenience in telegraphing a cipher is given. The cipher word stands for one box only in cases where there are more than one in the same assortment.

**Address W. F. HEIKES, Manager,
Huntsville, Ala.**

Huntsville, Ala., March 29, 1910.

Heikes--Huntsville--Trees.

Address **W. F. HEIKES, Manager, Huntsville, Ala.** We will not have a representative in St. Louis this Spring. All letters and telegrams should be addressed to W. F. Heikes, Manager, Huntsville, Ala. We have arranged with the Cold Storage House in St. Louis where our stock is stored to ship promptly everything upon our orders, which we will make by telegraph when quick shipments are desired.

Use the Nurseryman's Telegraphic Code in telegraphing. Any one not in possession of a copy will be supplied upon application.

ASSORTED LOTS

We offer the following assortments in box lots at low prices to insure quick sales. We will not open or repack anything. The stock is of the same quality as that sent out by us heretofore. Each box contains an assortment as shown. In ordering one or more boxes, should the particular lot desired be sold, state what substitution will be allowed. The prices quoted include the cost of boxes and freight from Huntsville to St. Louis. When the postoffice address and the railroad station differ, always give explicit marks for the boxes when writing.

PERFECT DORMANT CONDITION

Our stock is in perfect dormant condition, and we are prepared to keep it so until the end of the season, as everything is now in cold storage.

INSPECTOR'S CERTIFICATE

Our card with Inspector's Certificate is placed on all boxes and packages. Any one ordering from a State where more than this is required should inform us in ample time to comply with the law. Should any one desire this card removed before shipping, it should be stated in the order.

FREQUENT BULLETINS

We shall issue Bulletins from Huntsville frequently during March and April. Any one failing to receive them regularly will please write for copies.

FREEZING WEATHER

There is always more or less danger of trees being caught en route in freezing weather in Spring. We pack in such a manner that should the contents of the boxes freeze solid on the way to our customers the trees will receive no injury if the frost is allowed time to come out before the trees are removed from the boxes. The trees should be taken from the boxes as soon as frost is out, or should there be no frost in the boxes when received, the trees should be removed from the boxes immediately upon arrival. We practice in this respect what the experience of many years has taught us. If our customers will follow these rules and notify us of the condition of the trees at once when taken from the boxes we will guarantee good condition. Notice should be sent to us at once by telegraph, at our expense, if there is any cause of complaint or should the trees be refused, stating reasons. The trees will be considered accepted if removed from the boxes in which they are packed.

TERMS AND CONDITIONS

For further terms and conditions concerning risk of transportation, claims etc., see our regular Price List.

Some New and Rare Varieties of Peaches.

LOVELL. A California seedling; large, almost perfectly round; flesh yellow to the pit, firm and of excellent quality; a superb canning, shipping and drying peach; tree a good grower and bearer. Worthy of extensive cultivation; ripens a few days after Muir. Freestone.

MUIR. Large, yellow; more or less color in the sun; juicy and of a fair flavor. The trees have remarkable vigor and vitality and produce fruit in great quantities with a degree of certainty and regularity which is quite unusual. Last of August. Freestone; very similar to Wager, if not identical.

ORANGE CLING. Fruit very large, yellow, with a dark crimson cheek; flesh golden-yellow, rich and sugary, with a vinous flavor, tree an immense bearer, and not subject to mildew; a splendid fruit for shipping, canning or drying; early in August. Clingstone.

PHILLIPS CLING. Fine, large, yellow; flesh firm, clear; yellow to the pit, which is very small. Preferred by canners to any other variety of cling, its firmness, fine texture of flesh and lateness, not ripening until September, when other clings are practically harvested, makes a demand for this variety far beyond the supply. Clingstone.

TUSKENA (Tuscan). A very large yellow cling, the earliest fine cling; flesh juicy and of fine flavor and clear yellow to the stone. A good shipping and canning peach and very desirable on account of its earliness, ripening with the Early Crawford. Clingstone.

APEX. Ripens at the same time as Alexander, than which it is far superior in size, color and flavor. Size large, color of skin yellow, with a mottled red cheek. Flesh yellow and of good quality—one of the best early market varieties. It fruited with us last year, ripening two or three days later than Arp Beauty. Freestone, but, like all other extra early peaches, the flesh clings to the stone.

DR. BURTON. Very similar to Mamie Ross in vigor, certainty and abundance of bearing; has large flowers. Much superior to Mamie Ross and ripens about one week earlier. It is a perfect freestone, of rather larger size than Mamie Ross, of same shape, with smaller seed, much firmer and more color, and quality of the finest; the best and handsomest peach of its season.

MUNSON'S CLING. A selected seedling of Elberta, among hundreds grown from select seed. Equally as large as Elberta, more spherical, with a short beak. Firm, yellow flesh of the finest quality. Surface mostly covered with bright red, very handsome. An immensely superior quality to Chilow. Ripens with Elberta.

MUNSON'S FREE. Selected variety among several hundred Elberta seedlings grown from selected seed. The fruit is larger than Elberta; more highly colored, more oblong and of better quality; flesh yellow. More prolific and hardy in bearing. Ripens about a week later than Elberta. Very firm; fine for shipping.

TIEBOUT. Largest size, rich orange color, with dark red cheek, flesh of the finest quality, firm, buttery; a splendid shipper; seed small. About two weeks later than Elberta. Freestone.

DULCE. The same description of the Tiebout, but ripening a month later.

OCTOBEL (Bell's October). Large, rich, yellow, red cheek; freestone; of finest quality.

We recommend the following varieties as a splendid assortment of varieties for a succession in both the commercial and home orchard. They are named in the order of ripening and cover the season from the middle of May to the middle of October: Mayflower, Arp Beauty, Apex, Greensboro, Dr. Burton, Mamie Ross, Carman, Hiley, Goldfinch, Champion, Belle of Ga., Elberta, Munson Free, Tiebout, Old Mixon Free, Lemon Cling, Crawford's Late, Beer's Smock, Rex, Fox Seedling, Krummel's Late, Salway, Dulce, Henrietta, Octobel, Stinson's.

Box Lots in Cold Storage in St. Louis

No Charge for Drayage.

PEARS—One Year, on Branched French Pear Stocks. Buds.

	CIPHER	PRICE PER BOX
46 Boxes, each containing 420 Bartlett, branched, 5 to 6 feet.....	<i>Fossil</i>	\$33 60
1 Box containing 370 Bartlett, branched, 5 to 6 feet.....	<i>Fateful</i>	29 60
11 Boxes, each containing 500 Bartlett 4 to 5 feet, more or less branched.....	<i>Pender</i>	30 00

PEARS—One Year, on Branched French Pear Stocks. Grafts.

12 Boxes, each containing 300 Kieffer, whips, stocky, 5 to 6 feet.....	<i>Fabric</i>	18 00
1 Box containing 280 Kieffer, whips, stocky, 5 to 6 feet.....	<i>Face</i>	16 80

PEARS, STANDARD—Two Years, on Branched French Pear Stocks. Buds.

$\frac{3}{4}$ inch & up, 5 to 7 feet, well branched		
6 Boxes, each containing 250 Duchess.....	<i>Feather</i>	18 75
$\frac{5}{8}$ to $\frac{3}{4}$, 5 to 6 feet, well branched		
6 Boxes, each containing 150 Duchess, 100 Koonce.....	<i>Feeble</i>	15 00
3 Boxes, each containing 350 assorted as follows.....	<i>Fel</i>	19 80
200 Clapp's 100 Lawrence 30 Wilder		
9-16 to $\frac{5}{8}$, 4 to 5 feet, well branched		
5 Boxes, each containing 250 assorted as follows.....	<i>Fellow</i>	10 00
20 Wilder 50 Lawrence 180 Clapp's		

KIEFFER PEARS--Two Yrs, on Branched French Pear Stocks. Grafts.

$\frac{5}{8}$ to $\frac{3}{4}$, 5 to 6 feet, well branched		
1 Box containing 250 Kieffer.....	<i>Felon</i>	17 50
9-16 to $\frac{5}{8}$, 4 to 5 feet, well branched		
2 Boxes, each containing 250 Kieffer.....	<i>Felt</i>	15 00
7-16 to $\frac{1}{2}$, $3\frac{1}{2}$ to $4\frac{1}{2}$ feet, branched		
3 Boxes' each containing 250 Kieffer.....	<i>Female</i>	12 50
3 to 4 feet, more or less branched		
2 Boxes, each containing 500 Kieffer.....	<i>Fence</i>	20 00

CHERRY TREES--Two Years. On Mahaleb.

$\frac{1}{2}$ to 9-16, branched		
11 Boxes, each containing 300 Early Richmond.....	<i>Omega</i>	15 00
$\frac{5}{8}$ to $\frac{3}{4}$, 4 feet and up		
1 Box containing 200 Terry.....	<i>Oaten</i>	16 60
9-16 to $\frac{5}{8}$, $3\frac{1}{2}$ feet & up		
2 Boxes, each containing 200 Terry.....	<i>Oath</i>	12 00
4 Boxes, each containing 500 Early Richmond.....	<i>Object</i>	53 60
$\frac{1}{2}$ to 9-16, 3 feet & up		
2 Boxes, each containing 300 Terry.....	<i>Oblate</i>	15 00
1 Box containing 290 Terry as follows.....	<i>Obscure</i>	17 40
90 $\frac{5}{8}$ to $\frac{3}{4}$ 4 feet & up 50 $\frac{3}{4}$ & up 4 feet & up		
150 9-16 to $\frac{5}{8}$ $3\frac{1}{2}$ feet & up		

BOX LOTS IN COLD STORAGE IN ST. LOUIS--Continued

 $\frac{3}{4}$ inch & up, 6 to 8 feet

PEACH TREES—One Year. On Peach Stocks.

	CIPHER	PRICE PER BOX
1 Box containing 110 Greensboro	<i>Rabid</i>	\$ 9 35
1 Box containing 195 assorted as follows	<i>Bacoon</i>	16 58
50 Greensboro	50 Sneed	40 Crawford's Late
20 Dr. Burton	20 Tiecut	5 Lovell
		10 Phillips Cling
	$\frac{3}{8}$ to $\frac{3}{4}$, 5 to 7 feet	
1 Box containing 140 assorted as follows	<i>Racket</i>	11 90
120 Muir	20 Lovell	
1 Box containing 180 Krummei's Late	<i>Radial</i>	15 30
1 Box containing 188 assorted as follows	<i>Radiant</i>	15 98
9 Rex	29 Lemon Cling	20 Globe
80 Mayflower	40 Salway	10 Tiebout
	9-16 to $\frac{3}{8}$, 4 to 6 feet	
1 Box containing 230 assorted as follows	<i>Radical</i>	16 10
180 O. M. Cling J. B.	50 Lovell J. B.	

ROSES. Field Grown, No. 1—Very Fine.

1 Box containing 160 assorted as follows	<i>Respect</i>	12 80
30 Marq. of Lorne	130 Paul Neyron	
17 Boxes, each containing 200 Paul Neyron	<i>Respire</i>	16 00
1 Box containing 200 assorted as follows	<i>Respond</i>	16 00
160 Paul Neyron	40 Gen. Jacqueminot	
4 Boxes, each containing 200 Gen. Jacqueminot	<i>Response</i>	16 00
No. 1 $\frac{1}{2}$		
2 Boxes, each containing 170 assorted as follows	<i>Rest</i>	11 05
160 Paul Neyron	10 Marq. of Lorne	10 Salet
50 Mar. P. Wilder		
1 Box containing 200 Paul Neyron	<i>Restore</i>	13 00
1 Box containing 200 assorted as follows	<i>Restrict</i>	13 00
100 Paul Neyron	100 Gen. Jacqueminot	
1 Box containing 200 Gen. Jacqueminot	<i>Revenue</i>	13 00
1 Box containing 170 assorted as follows	<i>Result</i>	11 05
100 Crested Moss	70 Gen. Jacqueminot	
1 Box containing 150 Crested Moss	<i>Resume</i>	9 75
1 Box containing 180 Crested Moss	<i>Retail</i>	11 70

APPLES. One Year. Good Clean Stock.

1 Box containing 280 Winesap as follows	<i>Owl</i>	11 60
120 2 to 3 feet	160 1 to 2 feet	

PLUM TREES—One Year. On Peach Stocks. Buds.

1 Box containing Abundance as follows	<i>Plum</i>	21 00
30 $\frac{3}{8}$ to $\frac{3}{4}$	100 9-16 to $\frac{3}{8}$	130 $\frac{1}{2}$ to 9-16
80 7-16 to $\frac{1}{2}$	80 3 to 4 feet	10 2 to 3 feet
1 Box assorted as follows	<i>Assorted</i>	18 02
30 Greensboro $\frac{3}{4}$ & up	6 Arp Beauty $\frac{3}{4}$ & up	
8 Alexander $\frac{3}{4}$ & up	8 Crawford's Late $\frac{3}{4}$ & up	
90 Kieffer 1 year, 5 to 6 feet	70 Bartlett 1 year, 5 to 6 feet	
20 Koonce 2 years, $\frac{3}{8}$ to $\frac{3}{4}$	20 Duchess 2 years $\frac{3}{8}$ to $\frac{3}{4}$	

BOX LOTS IN COLD STORAGE IN ST. LOUIS--Continued

Surplus Apple Cions in Good Condition.

These cions were shipped to us per express for our own use from orchards in Oregon and Washington. The Jonathan and Gano will average $3\frac{1}{2}$ grafts, the Spitzenburg and Wealthy 3 grafts, the Winesap $1\frac{1}{2}$ grafts.

	CIPHER	PRICE PER BOX
1 Box containing 4100 Apple Cions	<i>Pace</i>	\$26 40
600 Rome Beauty		
1500 Winesap		
2000 Jonathan	<i>Pack</i>	12 00
1 Box containing 2300 Wealthy	<i>Pad</i>	13 80
1 Box containing 2300 Spitzenburg	<i>Page</i>	12 20
6 Boxes, each containing 2000 Jonathan	<i>Painter</i>	12 00
1 Box containing 2400 Jonathan	<i>Palate</i>	7 00
5 Boxes, each containing 2000 Gano	<i>Palate</i>	4 90
1 Box containing 1400 Gano	<i>Paling</i>	

Trees in Cellars at Huntsville.

The trees offered in the following lists are in cellars at Huntsville and are all in good condition. We will accept orders for these at the prices quoted f. o. b. Huntsville. Boxing extra. Our cellars are cool and this stock is carefully packed in "Shingle Tow" and can be held in good condition until the 1st to 15th of April, although by that time growth may be started to some extent.

Our Card with Inspector's Certificate is placed on all boxes and packages.

For 100 rates add 1 cent each; for 10 rates add $2\frac{1}{2}$ cents each to the 1000 rates.

Standard Pears--Two Years, Budded on French Pear Seedlings.

PEARS, Standard. Two Years. Budded.	Feather 5 to 7 feet $\frac{3}{4}$ to 1 in. Pr M \$100	Feeble 5 to 6 feet $\frac{5}{8}$ to $\frac{3}{4}$ Per M \$85	Fellow 4 to 5 feet 9-15 to $\frac{5}{8}$ Per M \$70	Felon 4 to 5 feet $\frac{1}{2}$ to 9-16 Per M \$60	Festal $3\frac{1}{2}$ to $4\frac{1}{2}$ ft. 7-16 to $\frac{1}{2}$ Pr M \$50	Fetter 3 to 4 ft. Pr M \$40
Koonce	40	400	440
Early Harvest
Duchess	1000	430	370
Clapp's Favorite	840	400	360
Wilder	110	190	200
Lawrence	260	100	60

CHERRY TREES—Two Years. On Mahaleb.

	Ocean 3 to 4 feet, branched \$35 00 Per M	Orbit 2 to 3 feet more or less branched \$25 00 Per M
Early Richmond	7000	4000
Montmorency	1200	1200
Dyehouse	140	220
Terry	880	640

PECANS--Best Grafted Varieties.

PECANS. One and Two Years.	Gallop 7 to 9 ft Pr M \$	Gamble 6 to 7 ft Pr M \$	Game 5 to 6 ft Pr M \$	Gang 4 to 5 ft Pr M \$	Gallon 3 to 4 ft Pr M \$	Gallie 2 to 3 ft Pr M \$	Gaston 18 to 24 in Pr M \$	Gailer 12 to 18 in Pr M \$
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PRICES ON APPLICATION

Stuart	213
Taylor	4
Van Deman
Pabst	5
Teche	33	346	281	320	116
Russell	..	..	..	16	..	..	..	..
Columbian	..	6	5	..	..	..	..	..
Georgia Giant	..	6	5	..	..	..	..	..
Curet	..	10	5	20	15	..	..	..

Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

RATES.—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred. Orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

SEASON.—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

SHIPPING DIRECTIONS.—We respectfully beg our patrons to furnish us with explicit *directions as to shipping*, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

RELEASE.—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

PACKAGES.—The cost of package must be added to the prices quoted in this list as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 35c. to 75c. each.

PACKING.—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

ASSORTMENTS.—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

CAUTION.—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

TERMS.—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible.

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent. per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

FORMS OF PAYMENT.—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent, to the amount of the bill for the cost of collection.

GRADES.—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

GARANTEE OF GENUINENESS.—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

ACCEPTANCE.—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.

Offerings for Fall of 1910 and Spring of 1911.

We will have our usual large stock of Pears, Plums, Cherries, Peaches and Roses for sale for the Fall of 1910 and Spring of 1911. To these we have added a large planting of apple grafts, which will be offered at one year old.

Nurserymen who operate through agents or who buy to sell at wholesale will profit by corresponding with us now. We will make prices upon a basis that will be mutually advantageous. We are willing to share profits and are likely to be more liberal early in the season than later.

While our stock in everything we grow is large, it is especially so in Kieffer, assorted Pears, one and two years, one year and June Budded Peaches.

We do not buy to sell again, so you need have no fear of getting heeled in stock, and you can depend upon getting trees fresh dug and of standard grades.

The indications are that the coming year will be one of continued prosperity for nurserymen. Those who have bought of us heretofore will do so again with the assurance that our stock will give perfect satisfaction to their customers on delivery.

We believe we have the best organized force of laborers in the United States. Most of our men have been with us for many years. Because of this advantage we are enabled to do an extensive business with more exactness and expedition than many concerns which have a far smaller production.

**Huntsville Wholesale Nurseries,
W. F. Heikes, Manager,
Huntsville, Ala.**